

Message Text

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PAGE 01 STATE 071205

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DRAFTED BY EB/ITP/EWT:JRTARTTER/COMMERCE/BEWT:E

APPROVED BY EB/ITP/EWT:RBWRIGHT

COMMERCE/BEWT:RFSTECHSCHULTE

COMMERCE/BEWT:HWHEISS

EUR/SOV:MKOVNER

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

C O N F I D E N T I A L STATE 071205

E.O. 11652: GDS

TAGS: BBAK, BPRO, UR

SUBJECT: AIR TRAFFIC CONTROL PROPOSALS

REF: MOSCOW 4218

1. RE REFTEL, WE ARE PUZZLED BY KORNIYENKO'S
ASSERTION CONTRACT WITH STANSAAB WILL BE SIGNED "TODAY OR
TOMORROW" SINCE WE TOLD BRITISH AND CANADIAN GROUPS STILL
DISCUSSING ATC WITH SOVIETS. IS IT POSSIBLE HE WAS
REFERRING TO EN ROUTE SYSTEM ONLY?

2. WITH REFERENCE TO COST FACTORS MENTIONED BY KORNIYENKO,
YOU SHOULD BE AWARE THAT IN FEBRUARY 1975, AIL (DIVISION
OF CUTLER HAMMER) SUBMITTED VIA THE US-SOVIET TRADE AND
ECONOMIC COUNCIL A DETAILED PROPOSAL TO THE SOVIETS FOR
THE SALE OF AN ATC SYSTEM. (PRIOR SUBMISSION WAS TECHNICAL
INFORMATION ONLY). PROPOSAL WAS DELIVERED TO MINISTRY
OF CIVIL AVIATION, COMM. SCIENCE AND TECH., AND AVIAEXPORT.
ACCORDING TO AIL, IT HAS INSTALLED MORE ATC SYSTEMS THAN
ANY OTHER FIRM IN THE WORLD. THE AIL PROPOSAL IS FOR A
THREE-CITY SYSTEM AND HAS AN ESTIMATED COST OF \$3 MILLION.
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PAGE 02 STATE 071205

IN TERMS OF COST, THE AIL PROPOSAL APPEARS CLOSE TO THOSE

SUBMITTED BY EUROPEAN FIRMS. AIL RECENTLY SOLD 2 ATC SYSTEMS TO CZECHOSLOVAKIA (OEA LICENSE RECEIVED), AND THE EQUIPMENT IS NOW BEING INSTALLED. THE USSR MINISTRY OF CIVIL AVIATION HAS RECEIVED PERMISSION FROM THE CZECHS TO WITNESS INSTALLATION AND COMMISSIONING OF THE EQUIPMENT, AND AIL HAS INVITED THEIR REPRESENTATIVE TO ATTEND A TECHNICAL SEMINAR AT THAT TIME. AIL PROVIDES ITS OWN SOFTWARE, TRAINING, AND TECHNICAL SERVICE, ETC.

3. AIL DEVELOPED THE BASIC ATC SYSTEM FOR THE CANADIAN GOVERNMENT AND HAS LICENSED THEM FOR PRODUCTION EXPORT OF THE SYSTEMS. AIL REPORTS THAT AN OFFICIAL CANADIAN MISSION WAS INVITED AND IS IN MOSCOW THIS WEEK TO PROPOSE ON AN ATC SYSTEM. AIL ALSO REPORTS THAT A SOVIET OFFICIAL AT THE US/USSR COUNCIL MEETING IN CHICAGO STATED THAT THE BRITISH ARE NOW PROPOSING AN ATC SYSTEM AND INCLUDING SOME TYPE OF AIRCRAFT MANUFACTURING FACILITY AS PART OF THE PACKAGE.

4. WOULD WELCOME ANY FURTHER CLARIFICATION OF SITUATION INCLUDING DISPOSITION OF AIL PROPOSAL. KISSINGER

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